NEIGHBORHOOD NO. 7 - NAUTILUS

RIGHT-OF -WAY INFRASTRUCTURE IMPROVEMENT PROJECT

(Performance Information Procurement System)

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Performance Based Studies Research Group

www.pbsrg.com







THIS PRESENTATION IS FOR EDUCATIONAL PURPOSES ONLY.

PLEASE REVIEW THE SOLICITATION / REQUEST FOR QUALIFICATIONS FOR ACCURATE INSTRUCTIONS.

Project Overview



Right-of-Way Infrastructure Improvement Project:

Design-Build Services

Budget: \$20-25M

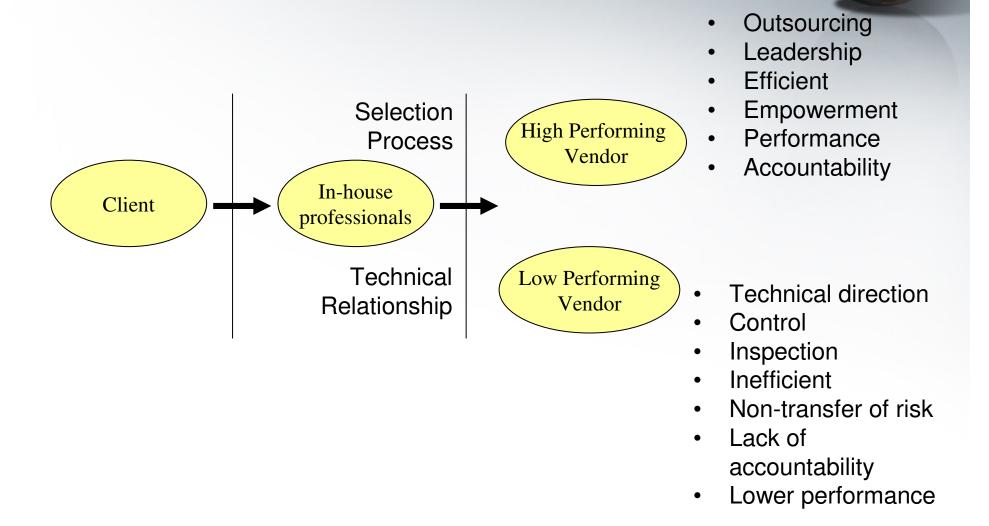
Design-Build Firm will be selected on performance and price

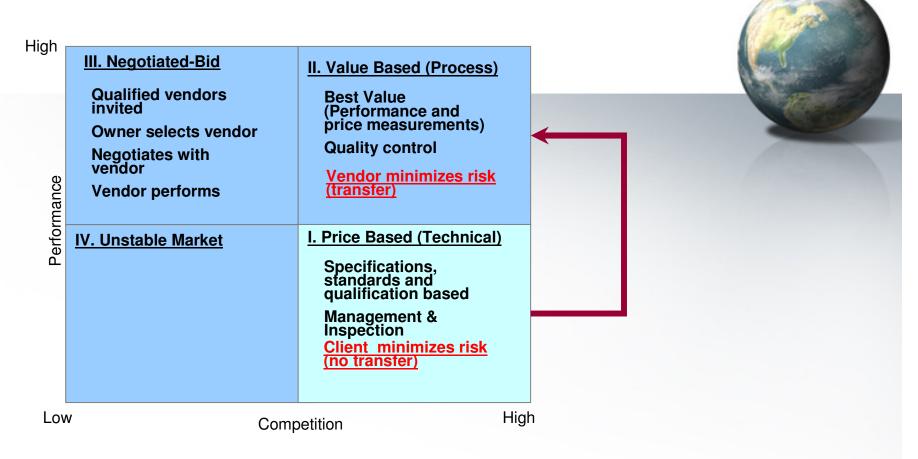
Best Value Procurement



- City of Miami Beach has partnered with PBSRG to assist in implementing a Best-Value selection process called the Performance Information Procurement System (PIPS).
- PIPS has been tested over 400 times with public and private users.
- Objective of PIPS is to:
 - Minimize risk or surprises.
 - Deliver value to the client by having construction completed on time,
 on budget (no change orders), and meeting their quality expectations.
 - Maximize the profit of high performing vendors by allowing them to be efficient.

High Performing vs. Low Performing Vendors



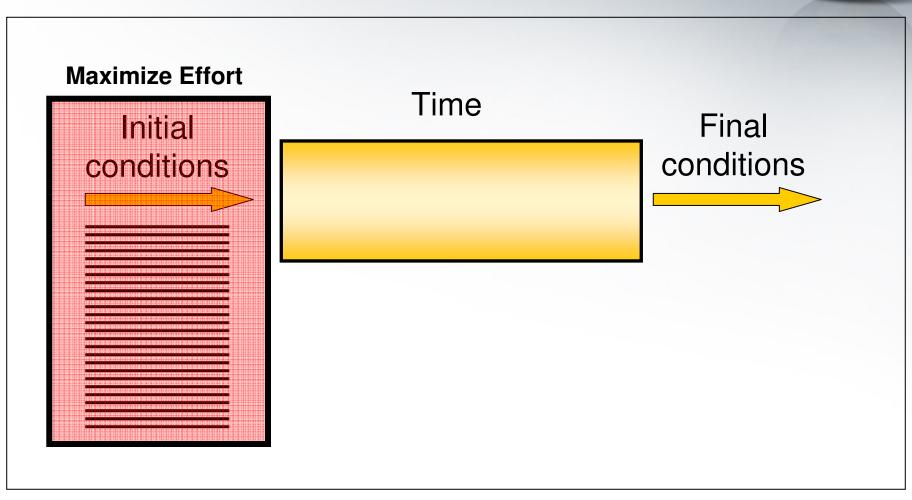


Solution: Structure of efficient system

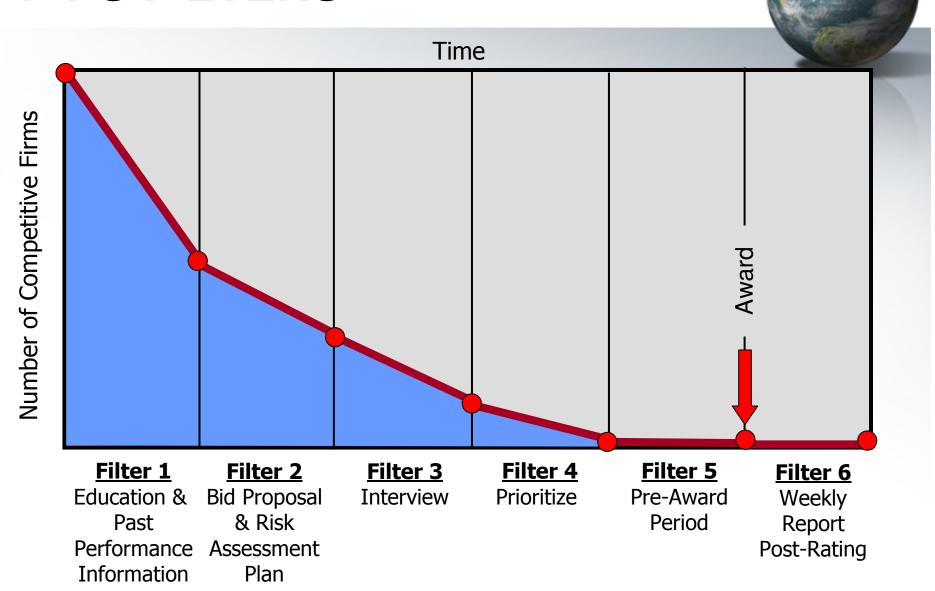
- Minimize client documentation
- Quality control by contractor
- Client does not manage
- •Minimize the transfer of information to performance info
- Accountability for performance information
- Leverage value (performance, price, profit)

Maximize Efforts Before Event Begins

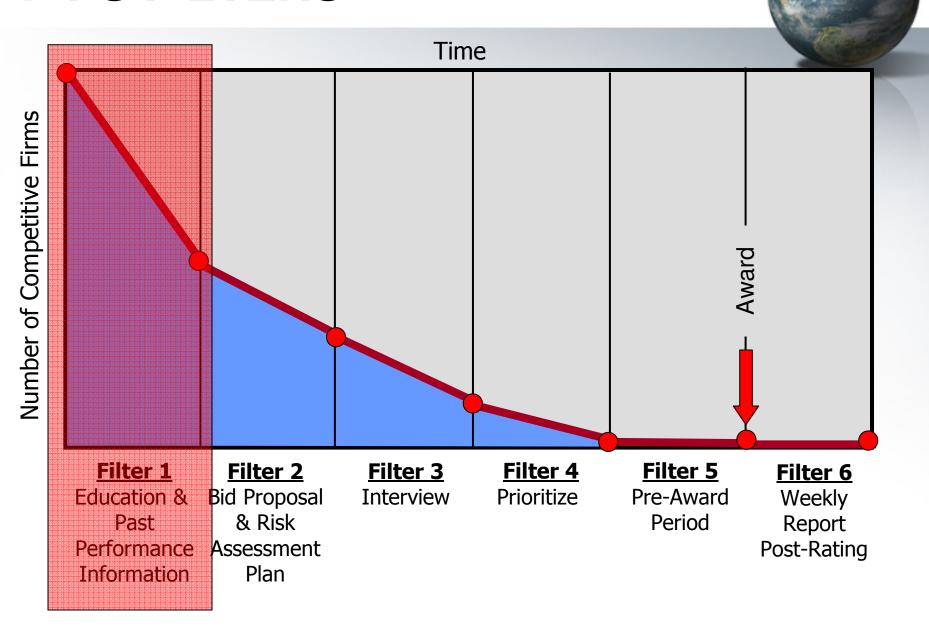




PIPS FILTERS

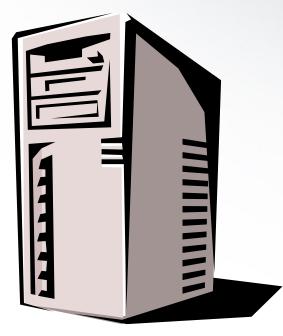


PIPS FILTERS



Past Performance Information





- PPI will be collected on all vendors and their critical team components.
- Once the PPI is collected, it is stored in a database.
- The data collection is a one-time process (the vendor can reuse the PPI on future projects).



Attachment: Guide to Preparing a Reference List and Sending Out Surveys



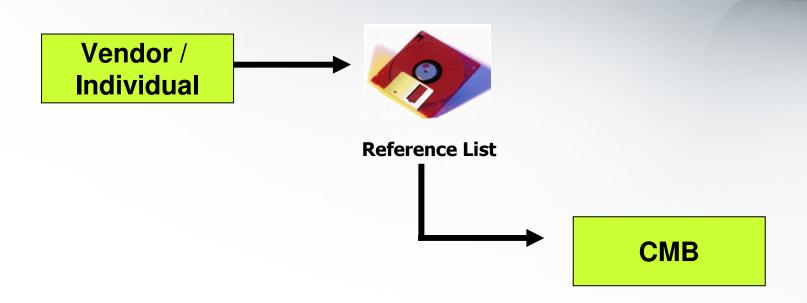
Reference list template (MS Excel)

Past Performance Information

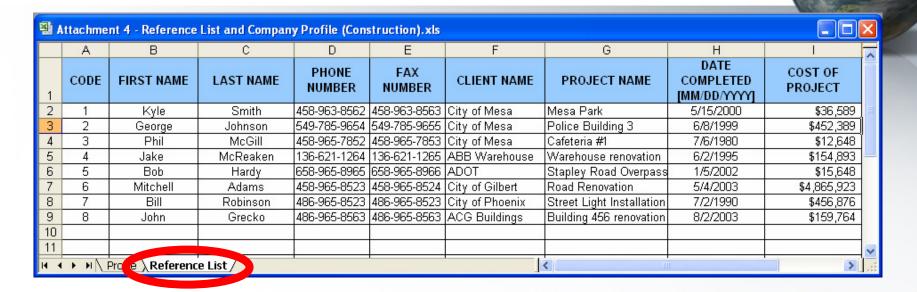


- Past Performance Information will be collected on all critical team components, which MAY include:
 - 1. The Design Build Team (General Contractor & Design Firm)
 - 2. The Preconstruction Project Leader
 - 3. The Construction Project Manager
 - 4. The Site Superintendent
 - 5. The Lead Architect
 - 6. The Lead Landscaping Architect
- The performance of ALL components will impact the overall value of the proposal.
- The team components cannot be changed/modified after the proposal is submitted.

PPI / Data Collection Process



The Reference List



- "Reference List" sheet contains detailed information on the past projects.
- All projects must be complete (no ongoing or substantially completed)

Number of Surveys



The maximum number of past projects that will be given credit for is:

25 for a FIRM/COMPANY 10 for an INDIVIDUAL

The minimum number of past projects that will be given credit for is:

General Information on References



 The reference list must contain <u>different projects</u> (you cannot have multiple people evaluating the same job).

	Α	В	С	D	Е	F	G	Н	I
1	CODE	NAME	PHONE	FAX	USER NAME	PROJECT	DATE	Cost	Туре
2	1	Oscar Ortiz	555-555-6323	555-555-6323	Phoenix College	Buisness Wing C	2004	8 450,000	- ED3
3					renagasarangasarangasisan				
4	J	000 01111111			Renancachaurancachachsiche				
5	4	Beth Everett	555-555-5412	555-555-5412	ABB Warehouse	Warehouse	2000	\$ 6,500,000	DBB
6	5	Sue Anderson	555-555-3874	555-555-3874	ADOT	Loop 101 (89th Ave)	2004	\$ 200,000	DBB

 You may submit multiple jobs for the same past client (must be different projects).

	Α	В	С	D	E F		G	Н	1
1	CODE	NAME	PHONE	FAX	USER NAME	PROJECT	DATE	Cost	Туре
2	1	Oscar Ortiz	555-555-6323	555-555-6323	LASD	Dorm Rooms	2003	\$ 5,000,000	DB
3	2	Tim Allen	555-555-2315	555-555-2315	DISD	Lincoln High Renovation	2004	\$ 700,000	DBB
4	3	Joe Smith	555-555-5656	555-555-8999	Phoenix College	Caffeteria	1999	\$ 40,000	DB
5	4	Joe Smith	555-555-5656	555-555-8999	Phoenix College	Warehouse	2001	\$ 7,000,000	- D88 -
6	5	Joe Smith	555-555-5656	555-555-8999	Phoenix College	Admin Building	2004	\$ 20,000	DB
7	6	Joe Smith	555-555-5656	555-555-8999	Phoenix College	Engineering Wing	2004	\$ 50,000	DB
8	7	Joe Smith	555-555-5656	555-555-8999	Phoenix College	Buisness Wing C	2004	\$ 150,000	DB
9	8	Beth Everett	555-555-5412	555-555-5412	ABB Warehouse	Warehouse	2000	\$ 6,500,000	DBB
10	9	Sue Anderson	555-555-3874	555-555-3874	ADOT	Loop 101 (89th Ave)	2004	\$ 200,000	DBB
4.4		·		·		·			

Reference List Summary

- Only submit best past projects
- Call ahead of time to make sure clients are satisfied
- All projects must be complete (no ongoing or substantially completed)
- The maximum number of past projects that will be given credit is 25 for a firm/company and 10 for an individual.

The minimum number of past project required is 1.

 The optimal result is to get 10 ratings (on a 1-10 scale) from 25 different people on 25 different projects.

Sending Out Surveys



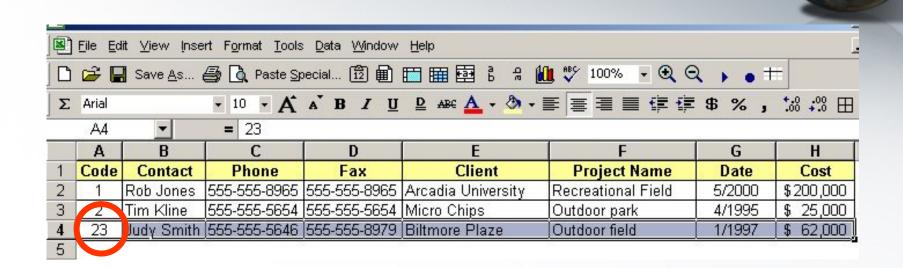


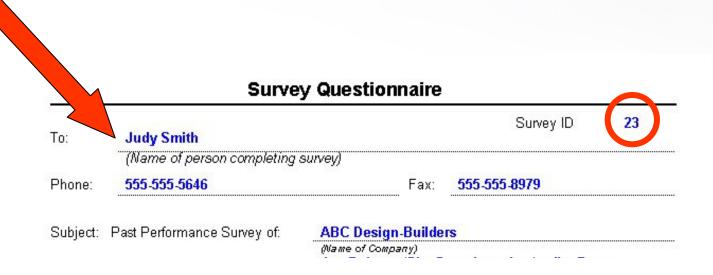
- Each team component is responsible for sending out a survey questionnaire to each reference.
- Each critical team component should contact each reference to make sure that they complete the survey and return the form back to current client by the due date:
 - August 22, 2006 (C.O.B.)

Survey Form

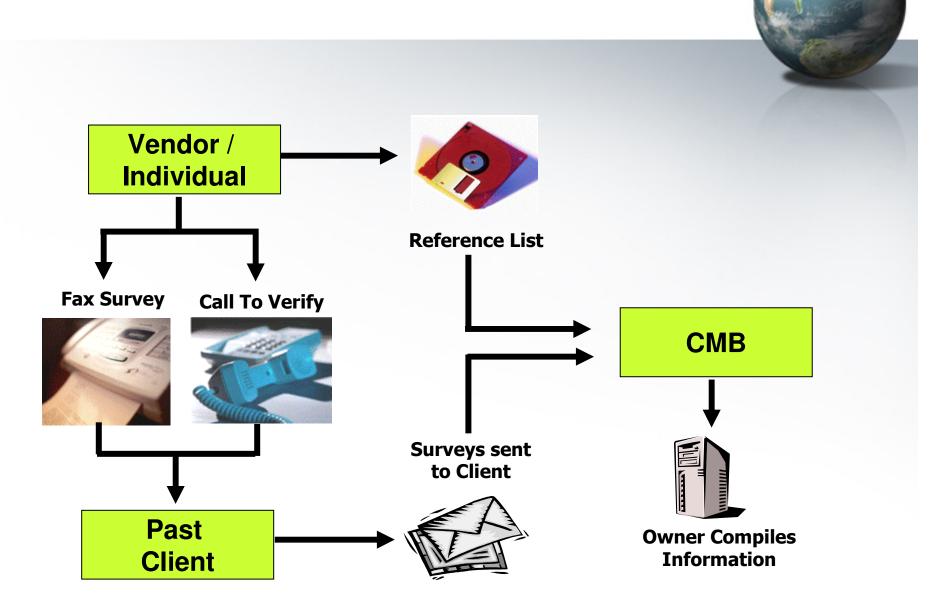
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	Basch, 1700 Convention Center Drive, Marni Beach, Florida 30139, www.miamibeas	Ort gov	
305.673.74	ENT DIVISION 90 , Fax: 105.973,7851 PERFORMANCE EVALUATION SURVEY		
	Name:		
int of Co	ntact:		
one and	e-mail:		
	cout hiring them again, 5 is if you don't know and 1 is if you wo very poor performance). CRITERIA	ild never hire	them a
			-
1	Ability to manage the project cost (minimize change orders)	(1-10)	-
2	Ability to maintain project schedule (complete on-time or early)	(1-10)	
3	Quality of workmanship	(1-10)	
4	Professionalism and ability to manage (includes responses and prompt payment to suppliers and subcontractors)	(1-10)	
5	Close out process (no punch list upon turnover, warranties, as- builts, operating manuals, tax clearance, etc. submitted promptly)	(1-10)	
1 3		(1-10)	
6	Communication, explanation of risk, and documentation		
	Ability to follow the users rules, regulations, and requirements (housekeeping, safety, etc)	(1-10)	
6	Ability to follow the users rules, regulations, and requirements	(1-10)	
6 7 8	Ability to follow the users rules, regulations, and requirements (housekeeping, safety, etc) Overall customer satisfaction and hiring again based on		
6 7 8	Ability to follow the users rules, regulations, and requirements (housekeeping, safety, etc) Overall customer satisfaction and hiring again based on performance (comfort level in hiring contractor again)		
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6 7 8 ency or Contact Namitact Phote of Service of Serv	Ability to follow the users rules, regulations, and requirements (housekeeping, safety, etc) Overall customer satisfaction and hiring again based on performance (comfort level in hiring contractor again) ments: onfact Reference Business Name: ne:		

Survey Must Match Reference List





PPI / Data Collection Process



Calculating the Overall Score

hire the firm/individual again). Please rate each of the criteria to the best of your knowledge. If you do not have sufficient knowledge of past performance in a particular area, leave it blank.

Client Name:

AU University

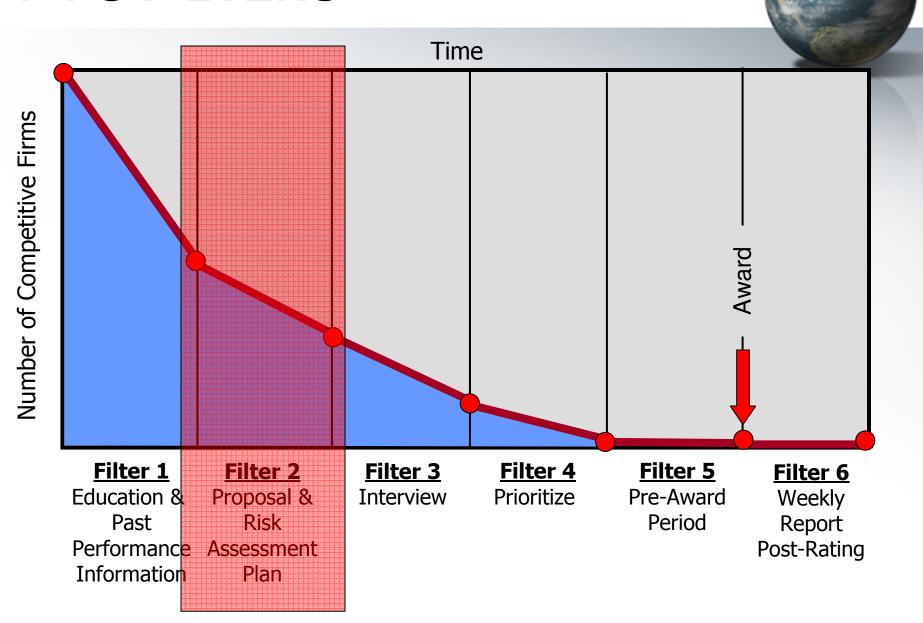
Project Name:

Business Remodeling A Wing

NO	CRITERIA	UNIT		
1	Ability to manage the project cost (minimize cha	ange orders)	(1-10)	
2	Ability to maintain project schedule (complete o	time or early)	(1-10)	10
3	Quality of workmanship		(1-10)	9

Bli	o													
A	В	C	D	Е	F	G	Н	I	J	K	L	М	(T)	9
NO	CRITERIA		1	2	4	5	6	7	13	17	18	20		
1	Ability to manage the project cost	/	10	10	9	10	8	9	9	10	10	10)	10
2	Ability to maintain project schedule		10	10	9	10	10	7	9	10	10	8	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	
3	Quality of workmanship		10	9	9	10	9	7	8	10	10	8		
4	Professionalism and ability to manage		0	10	9	10	ø,	9	9		9	10)	10
5	Close out process		.0	9	8	10	10	6	7	8	8	8		
6	Communication, explanation of risk, and documentation		0	9	8	10	ത	9	9	10	8	10		9
7	Ability to follow the users rules, regulations and requirements		10	10	8	10	10	10	9	10	10	10		
8	Overall customer satisfaction	V	10	10	10	10	ത	8	9	10	9	9	ecifi	ed in the
10	Total number of different jobs	Y	1	1	1	1	1	1	1	1	1	1		
11	Total number of different customers	ALEXA VENEZUENIENENENENENENENENENENENENENENENENENEN	1	1	0	1	4	1	1	1	1	1		

PIPS FILTERS

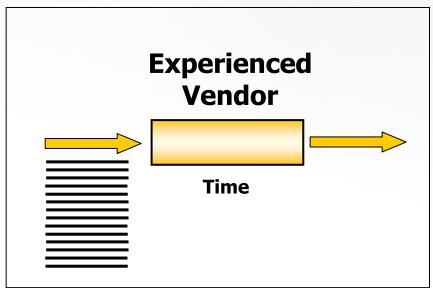


Risk Assessment (RA) Plan



 The RA Plan is used to identify high performing vendors that can identify and minimize potential risk <u>before</u> the project/task has started.





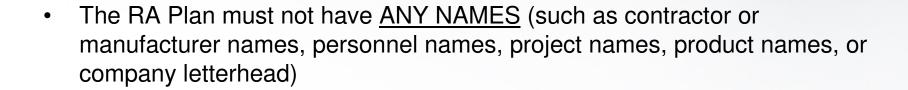
RA Plan Contents



- The RA Plan should clearly address the following items:
 - <u>List and prioritize major risk items</u> (areas that may cause the project to not be completed on time, not finished within budget, or may be a source of dissatisfaction for the client).
 - Explain how the vendor will avoid / minimize the risk.
 - Propose any options that could <u>increase the value</u> (expectation or quality) of their work.

RA Plan Rated Blind





- Do NOT include brochures, marketing information, or product names!
- The RA Plans will be evaluated "blind" in order to minimize and bias.

Risks & Solutions



- Risk 1: Long lead items can impact schedule.
- Solution (6) Fave Alet Rh Sakhat the Camb Ting le is tems in this project.
- Risk 2: Design issues can impact schedule.
- Solution (Phave Aet Rh Sakhat the) (a) Nas Tre exactionally good.
- Solution: We do not anticipate any important space availability.
- RIGHT: TOUTH LIST ON BISK TO WILLIAMS.

Example of Solutions

Risk: Concrete Escalation



RA Plan 1

The owner can be assured all risks associated with material escalations will be eliminated because we offer the benefit of an experimpal procedure in the contractors and suppliers, from around the world.

RA Plan 2

The cost of concrete has been rising drastically. Since this project requires a substantial amount of concrete, cost is a risk. To minimize this risk, we have coordinated a price with a local concrete manufacturer and will secure and sign a contract the day after project is awarded to prevent any increase in cost during the duration of this project.

Example of Solutions

Risk: Noise from Demolition



RA Plan 1

 We will work with the user to minimize the impact of noise from demolition.

RA Plan 2

We have planned to demolition during off hours and weekends.
 This will have a slight impact on our cost (less than 1%), but we feel the impact to customer satisfaction justifies this. We will also install rubber sheets on the floors to diminish noise and vibrations.

Example of Solutions

Risk: Getting water to the site

RA Plan 1

 Coordination with [water company] is critical. We will coordinate and plan with [water company] as soon as the award is made to make sure that we get water to the site to irrigate the fields.

RA Plan 2

— We will coordinate and schedule the water with [water company]. However, based on past experience there is a high risk they will not meet the schedule. We will have temporary waterlines setup and ready to connect to the nearby fire hydrant to irrigate until [water company] is ready. We will also have water trucks on-site if there are problems with connecting the lines.

Example: Value Added Items









No Marketing Information

- "ENR has ranked our firm amongst the "Top 200" in the nation"
- "Our company has been active in the local market for more than 85 years. We have acquired the knowledge which we will use to drastically reduce the Owner's risk."
- "We have developed strong and loyal relationships with reliable subcontractors located in the Valley."
- "We have been a CMAR/DB Contractor for over 25 years. We have successfully completed more than \$100 million worth of project in last five years."
- "The team is familiar with the City of Peoria design requirements. The 'team' approach has worked very well and has received numerous compliments from past clients."

General Risks / Solutions That Can Apply To Any Project

- Lack of communication / coordination is a risk
- Safety of individuals is a risk
- Site security is a risk
- Expansion of scope beyond the project budget is a risk
- We will plan ahead to coordinate activities
- We will work with the owner to resolve issues
- We will plan ahead to get permits
- We will keep a detailed log of all activities
- We will hold regular meetings to discuss key issues
- We will order material early in the project
- We will use our past experience to increase the quality of the project

RA Plan Template

Risk Assessment Plan Format

Please prioritize the risks (list the greatest risks first). Indicate the potential impact to cost (in terms of percentage of total cost), and/or schedule (in terms of calendar Days). You may add/delete the risk tables below as necessary.

Major Risk Items

	Risk 1: Impact: Solution:	Cost (%)	Schedule (Days)	
	Risk 2: Impact: Solution:	Cost (%)	Schedule (Days)	
	Risk 3: Impact: Solution:	Cost (%)	Schedule (Days)	
#	Risk 4 : Impact: Solution:	Cost (%)		
	Risk 5: Impact: Solution:	Cost (%)	Schedule (Days)	

Things to Avoid



- Our company is known worldwide as a leader in quality construction.
- We will use our long history to make sure the project is a success.
- We will use state-of-the-art process to make it a success.
- We have the longest warranties in the business.

Technical data:

- The roofing system we are proposing has 200% elongation and 600psi tensile strength.
- The product will pass the ASTM-568a test.
- A 50-year system will reduce water by 17,500 gallons per foot.

Transferring risk back to client:

- We will work with the owner to resolve issues
- We will have team meetings with the owner
- We will have a partnering meeting with the owner

General risks and/or general solutions:

- Safety and security is the biggest risk
- Coordination is a risk
- We will plan ahead to coordinate activities
- We will plan ahead to get permits
- We will order material early in the project

RA Plan Summary



- The RA Plan becomes part of the final contract.
- The RA Plan provides a high performing contractor an opportunity to prove their expertise.
- The RA Plan provides the vendors an opportunity to prove they are not a commodity.
- The contractor should identify major risks to this project and unique solutions that minimize the risks.
- Remember...if nobody can clearly differentiate themselves in the RA Plan, the prioritization will be based on other factors.

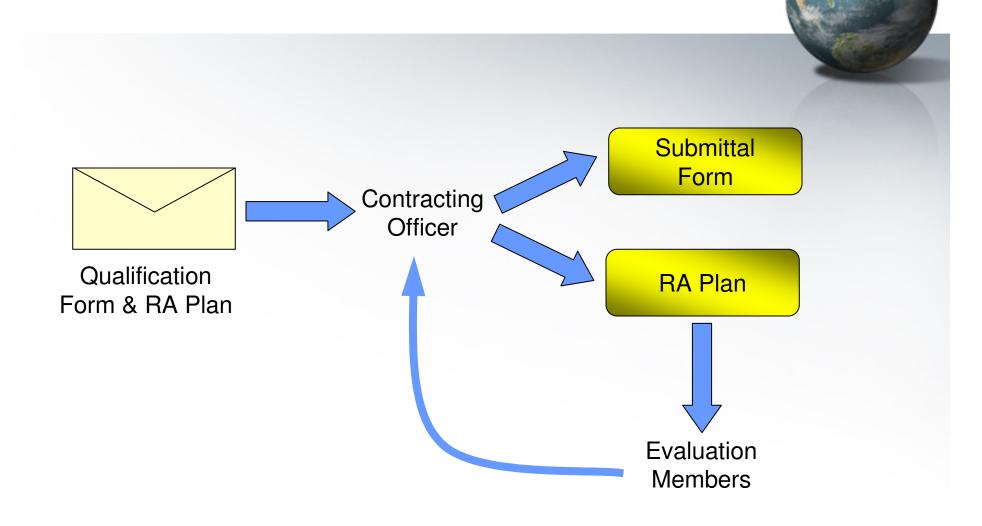
Submittal Checklist



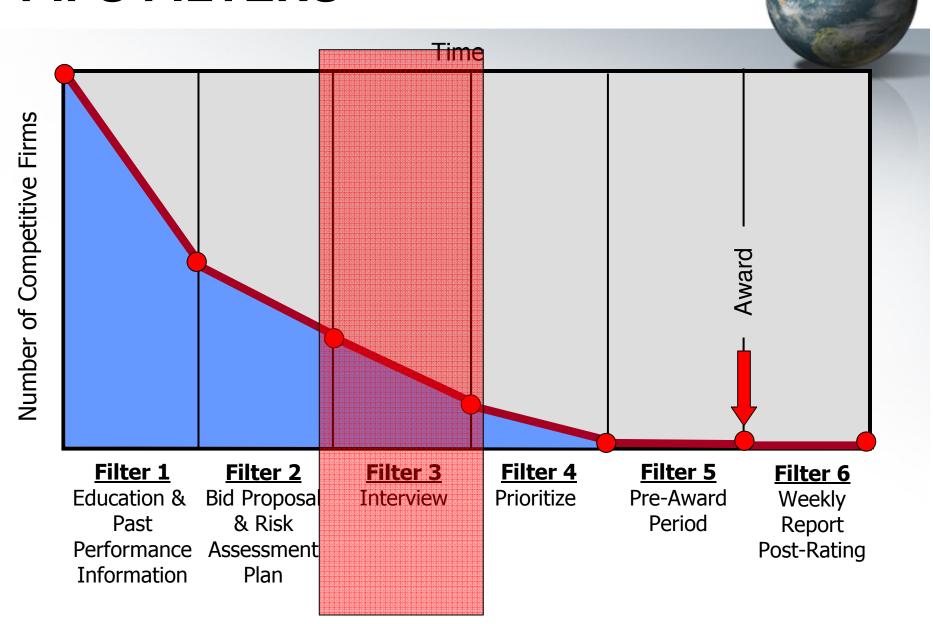
Check:

- □Included your schedule.
- ☐Your proposed project duration listed in calendar days and work days. (SPECIFY EACH)
- ☐ Have you identified your project personnel?
- □ Is you RA Plan 2 pages or less?
- ☐You have NOT included any names, past projects, or information that may identify the contractor or critical team members.
- ☐Your RA Plan clearly identifies potential risk, the potential cost in terms of \$ and TIME, identifies a solution.

Submittal Process



PIPS FILTERS



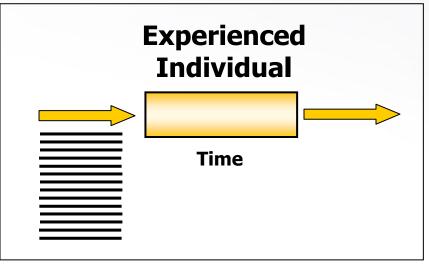
Interviews

- The Owner will interview key personnel. This MAY include:
 - The Design Build Team (General Contractor & Design Firm)
 - The Preconstruction Project Leader
 - The Construction Project Manager
 - The Site Superintendent
 - The Lead Architect
 - The Lead Landscaping Architect
- They will be interviewed separately but if required should all attend the interview.
- No substitutions to personnel will be allowed after proposals are submitted unless it is for the benefit of the Owner
- Interview period is used to identify how well the personnel understand the project and potential risks.

What is the client looking for?

- Visionary (sees ahead, is not surprised)
- Does not force the client to make decisions.
- Continuously improving
- Knows how to take control and minimize risk
- Minimizes the work of the client
- Can relate everything back to time, cost, and expectation
- Knows how to bring order from chaos

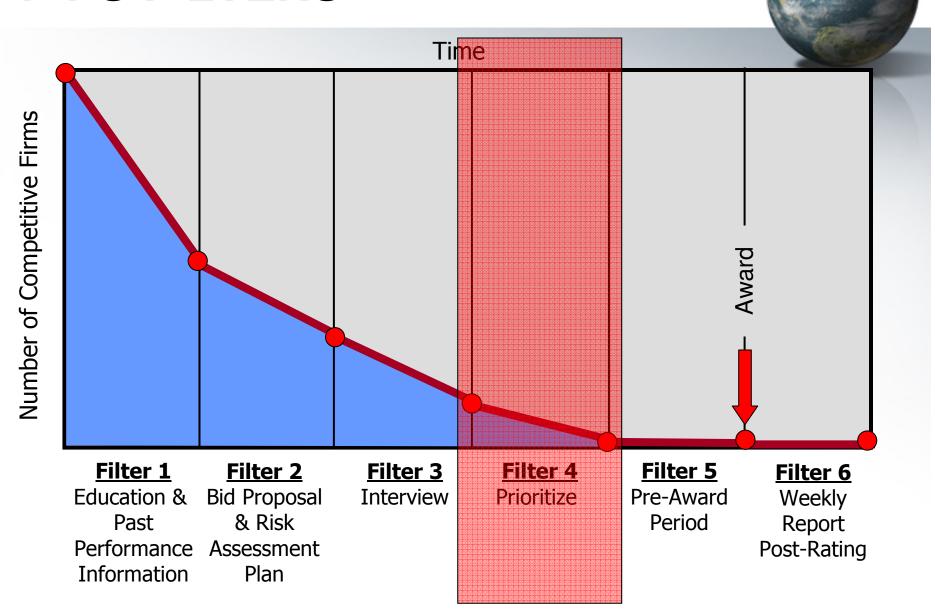




Primary Questions

- 1. Why were you selected for this project?
- How many similar project have you worked on?
- 3. What is different about this project from other projects that you have done?
- 4. What are you doing differently on this project than you have done before?
- 5. Identify, prioritize, and how you will minimize the risks of this project.
- 6. What are your personal goals on this project?
- 7. How are you going to measure you performance?
- 8. What value do you bring to the project in terms of differences based on cost, quality, or time?
- 9. Draw out a minimum of six activities on the project. Identify the following on a Gannt chart: Major decisions, risks, how risk will be minimized, and estimated times for each activity.

PIPS FILTERS



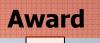
Identification of Potential Best Value



- The client will review all the data collected to identify the potential best-value contractor.
- The client may use decision making models (such as the DIM, AHP, Linear Matrix, etc) to assist in analyzing the data.
- The client reserves the right to select any vendor.



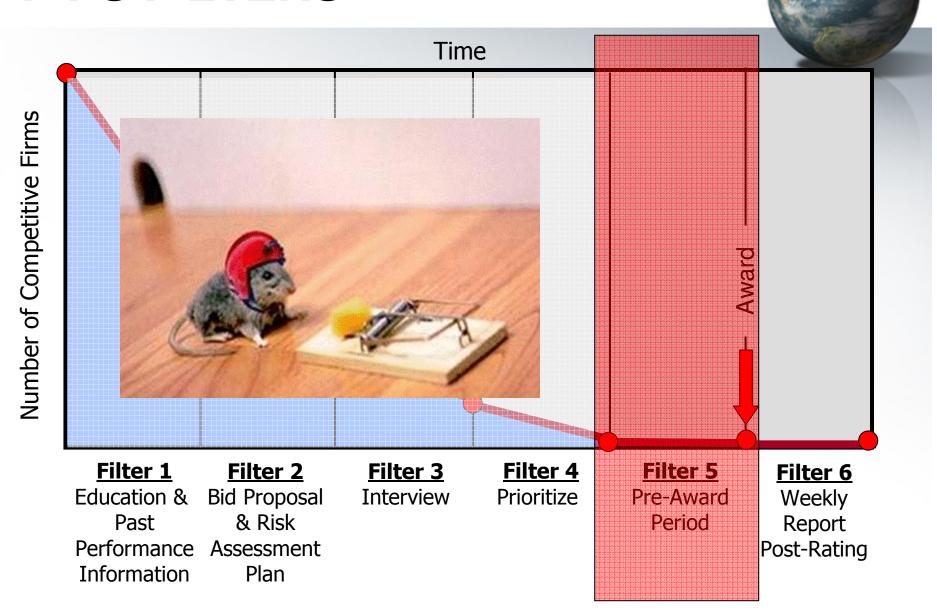
Example



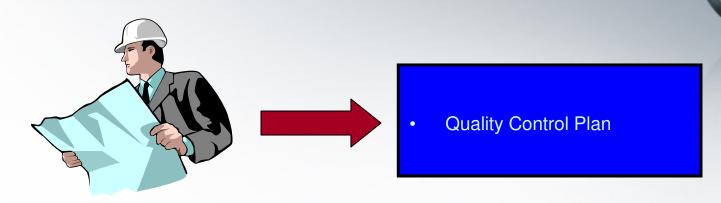
					_	
Total Points (100):	36	44	45	46	93	43
Performance Points (60)	7	4	7	21	60	7
Price Points (40)	29	40	38	24	33	37

NO	CRITERIA	1	2	3	4	5	6
1	Cost	\$ 1,215,000	\$ 869,910	\$ 919,000	\$ 1,428,000	\$ 1,049,777	\$ 949,643
2	RA Plan Score	6.4	5.6	5.3	6.6	5.9	3.6
3	Interview Score	6.9	5.4	6.5	8.8	6.5	5.0
4	Value of Warranty	4.1	0.1	4.1	15.1	17.6	4.1
5	Schedule	180	210	180	200	85	112
C1	PPI - Contractor 1-10	9.8	9.6	9.3	9.5	9.9	9.4
	PPI - Contractor Max Age	21	13	11	18	28	4
C3	PPI - Contractor Avg Age	3	12	4	16	20	1
C4	PPI - Contractor Not Leaking	100%	100%	100%	100%	100%	100%
C5	PPI - Contractor # Surveys	24	2	13	7	9	14
M1	PPI - Manufacturer 1-10	9.7	1.0	9.7	9.9	10.0	9.7
M2	PPI - Manufacturer Max Age	19	1	19	18	21	19
М3	PPI - Manufacturer Avg Age	5	1	5	12	14	5
M4	PPI - Manufacturer Not Leaking	100%	1%	100%	100%	100%	100%
M5	PPI - Manufacturer # Surveys	10	1	10	8	12	10

PIPS FILTERS



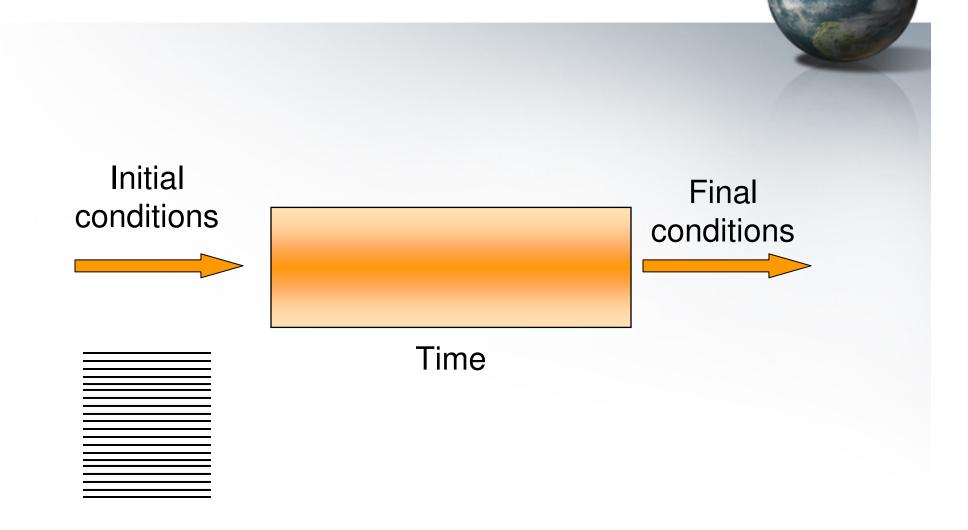
Objective of the Pre Award Period



Perform a detailed analysis and preplan the entire project:

- Create a Quality Control Plan
- Coordinate with Client all items needing approval (value added options, critical submittals, etc.)

Event



Pre Award Period

- The Pre Award Period includes the following:
 - PA Kick-Off Meeting
 - PA Period
 - PA Meeting





Quality Control Plan

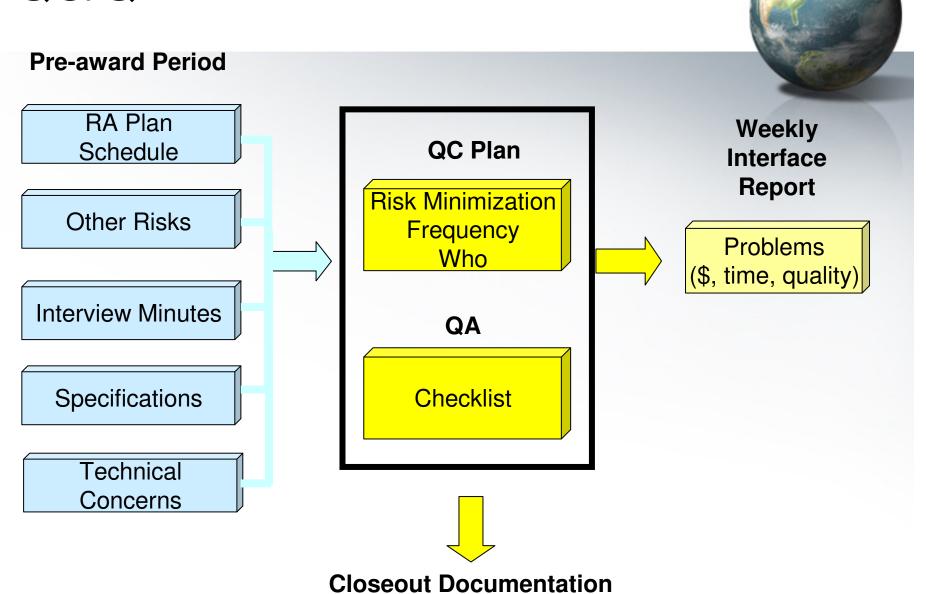


- Detailed schedule w/ milestones
 - Top Risk Activities (Affecting Schedule, Budget, Quality)
- List of Action items
 - Any actions requiring client participation (including regulatory participation) or factors outside the control of the Vendor.

(Must include Proposed Solution, Responsible entity, & Due date)

- Risk Minimization Plan
 - Complete list of risks and Solutions to minimize risk
 - RAP/Interview Risks
 - Owner Personnel Concerns
 - Designer Risks
- Quality Assurance Checklist

QC/QA



Clarification of Design and Constructability Issues



- 1. It is the Vendor's responsibility to identify any problems corresponding to the timing, cost, or political nature.
- 2. If the Vendor cannot meet the current requirements, a written report must be submitted identifying:
 - The requirements that cannot be met
 - The requirements the Vendor does not fully understand
- 3. If a requirement issue is not identified, it is the Vendor's responsibility to meet the requirement.

Quality Control Update

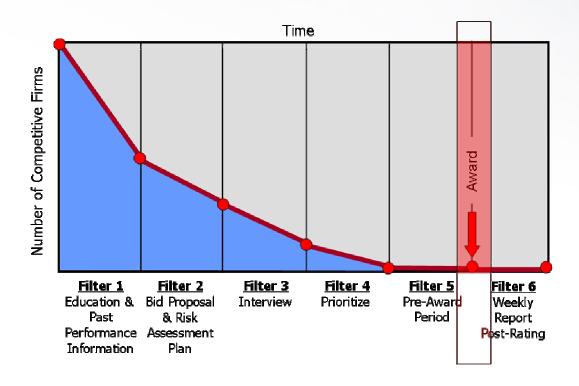
FOR DESIGN-BUILD PROJECTS:

The vendor may be required to review and amend the quality control plan before construction begins.

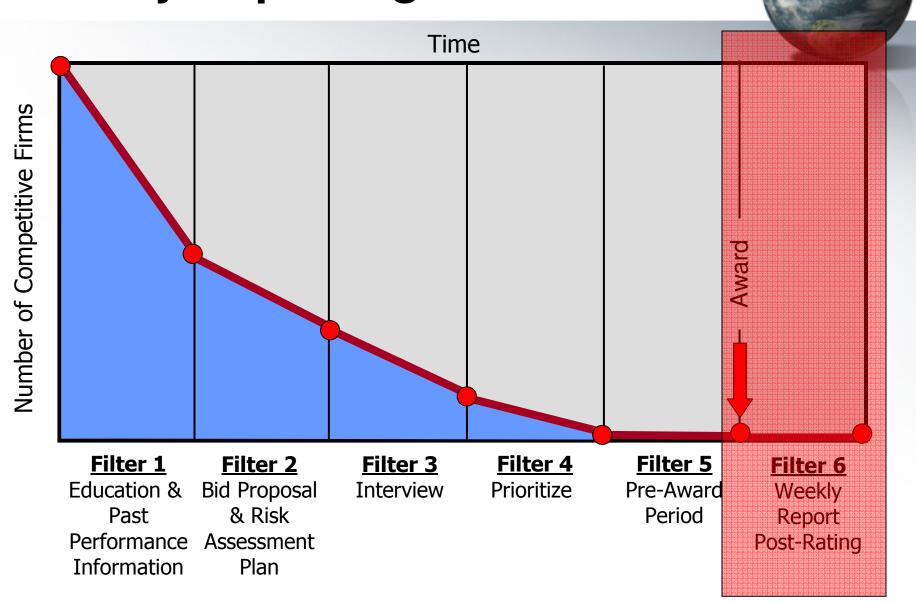
Award or Not?



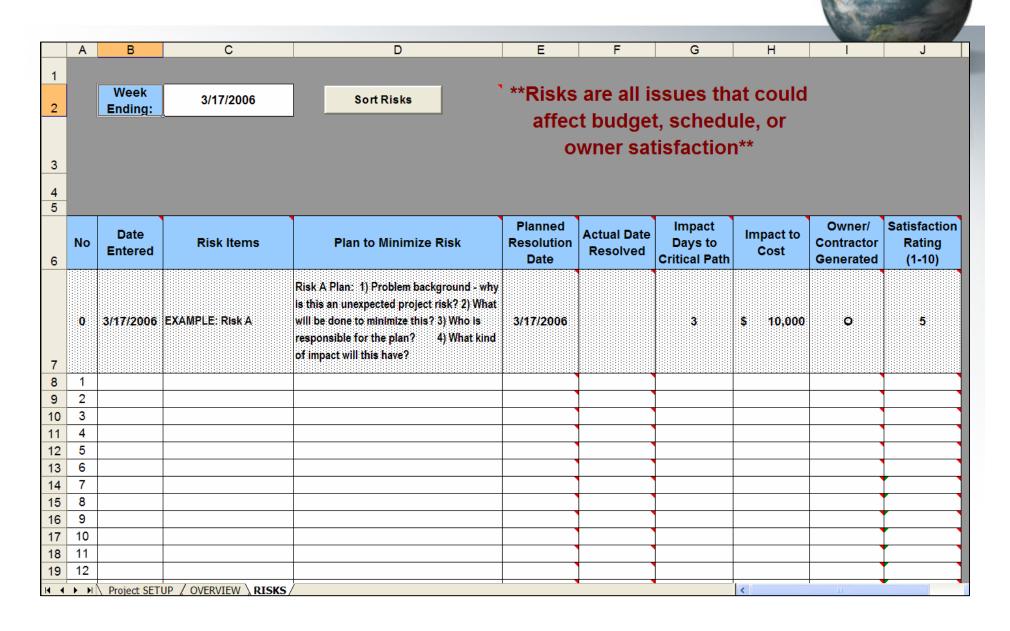
- If the client is not satisfied upon completion of the Pre-Award Meeting, the client may consider another vendor for potential award (this vendor would also have to conduct a Pre-Award Meeting).
- If the client is satisfied with the potential best-value, they will proceed to issue an award to the vendor.



Weekly Reporting

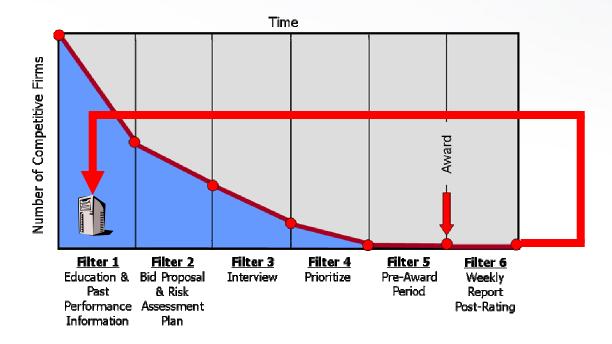


Weekly Report Template



Owner Accuracy Verification

- The weekly report will be analyzed for accuracy and timely submittal by the resident engineer or project manger.
- If report is correct, no action by client.
- If report is incorrect, PM will email all parties with deviation.
- At the end of the project, the client may modify the post project rating based on the accuracy and timeliness of the weekly reports.





All question must be sent to:

Roman Martinez / Victor Mendel

General questions on PIPS goodridgesa@aol.com

www.pbsrg.com